



February 16, 2023

To,
The Department of Corporate Services;
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001
BSE Code – 538119

Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Listing Regulations")

Subject: Investors' Presentation

Dear Sir/Madam,

In terms of Regulation 30 read with Para A of Part A of Schedule III of the Listing Regulations, please find enclosed herewith a copy of the Investors' Presentation *inter alia* for the Unaudited Financial Results of the Company for the Third Quarter and Nine Months ended December 31, 2022.

It may be noted that the Board of Directors of the Company has, considered and approved the aforesaid Financial Results of the Company, in its meeting held on February 09, 2023.

The same shall be uploaded on the website of the Company at www.rnbdenims.com.

You are requested to take the above information on record.

Thanking you,

Yours Faithfully,

For, **R & B Denims Limited**

A handwritten signature in blue ink, appearing to read 'Amit Dalmia', is written over a blue circular stamp.

Amit Dalmia
(Whole-time Director)
DIN: 00034642



R&B Denims Ltd

Regd. Office : Block No. 467, Sachin Palsana Road, Palsana, Surat - 394 315, Gujarat, India.

Tel : 91 96012 81648 Website : www.rnbdenims.com

E mail :- info@rnbdenims.com CIN : L17120GJ2010PLC062949

RiB
Denims

Rhythm & Blue

Fashion

IS LIFE...

DIRECTOR'S MESSAGE

Our company, R & B Denims Ltd was able to maintain Sales against Rs. 187.49 Cr in the 9 months ended Dec'21. Sales for the decrease in company's topline in Q3FY23 was the replacement of some advanced Technology to meet the latest trend in the Denim market. This continued till Oct'22. New machineries which started commercial production from Nov'22, has now reached to optimum utilization level of 100%. These new machineries are having high width of 85 inches and having valuable demand in market as comparatively less wastage is generated, which is pretty cost efficient in manufacturing of garments. We are quite confident that with start of this commercial production, we will be able to post strong turnover from Q1FY24 onwards.

Secondly, the financial performance in Q3FY23 is in the backdrop of downfall of demand in denim market, fluctuation in cotton pricing & inflation. Also exports were impacted due to Ukraine Russia war as Europe being the major export market. With exports contributing almost 25-30 % of company's annual turnover, in Q3FY23 it stood almost Nil while if we see total exports from pan India at the same time, it was severely affected.

It is quite noteworthy that in such a scenario where our topline was affected as against what was projected earlier for Q3FY23, we were able to maintain double digits margins with our operating margins stood at decent 12% in Q3FY23. Also, we were able to achieve PAT of Rs. 14.34 Cr at end of Dec'22 in such a tough situation. Although, we were able to sustain margins but now with this commencement of production from new machineries, we are expecting our turnover & margin to improve significantly as compared to previous quarters.

Also, with cotton prices started recovering after making lows in month of Oct-Nov'22, company has started receiving export enquiries from foreign clients. We are expecting that cotton prices have now bottomed out as supplies from Pakistan & China are lower & India being 2nd largest producer of cotton worldwide is in sweet spot to take benefit of this supply crunch. General trend in denim market in revenue terms in current quarter is far better than the last three quarters. Our manufacturing facility is fully booked till month of Mar'23.

In the latest development in Turkey, where a massive earthquake has hit the country, though we stood with the people of Turkey in this tough situation but we can see that a significant opportunity is emerging for India's readymade garment exporters to EU as Turkish textile industry is the world's 5th largest textile producer and exporter.

Further Company has a vision to move into forward integration i.e. garmenting segment by creating its own brand name. At present, company is into Fabric Weaving, Dyeing & Processing along with the backward integration of cotton spinning. By entering into Garmenting segment, R&B will be a fully integrated company right from the stage of manufacturing denim from fibre to fabric with finally creating designer brands in the value segment for the young Indian generation. This will help Company in generating decent growth of at least 10% initially in Garmenting business.

MR. AMITKUMAR DALMIA, WHOLE-TIME DIRECTOR



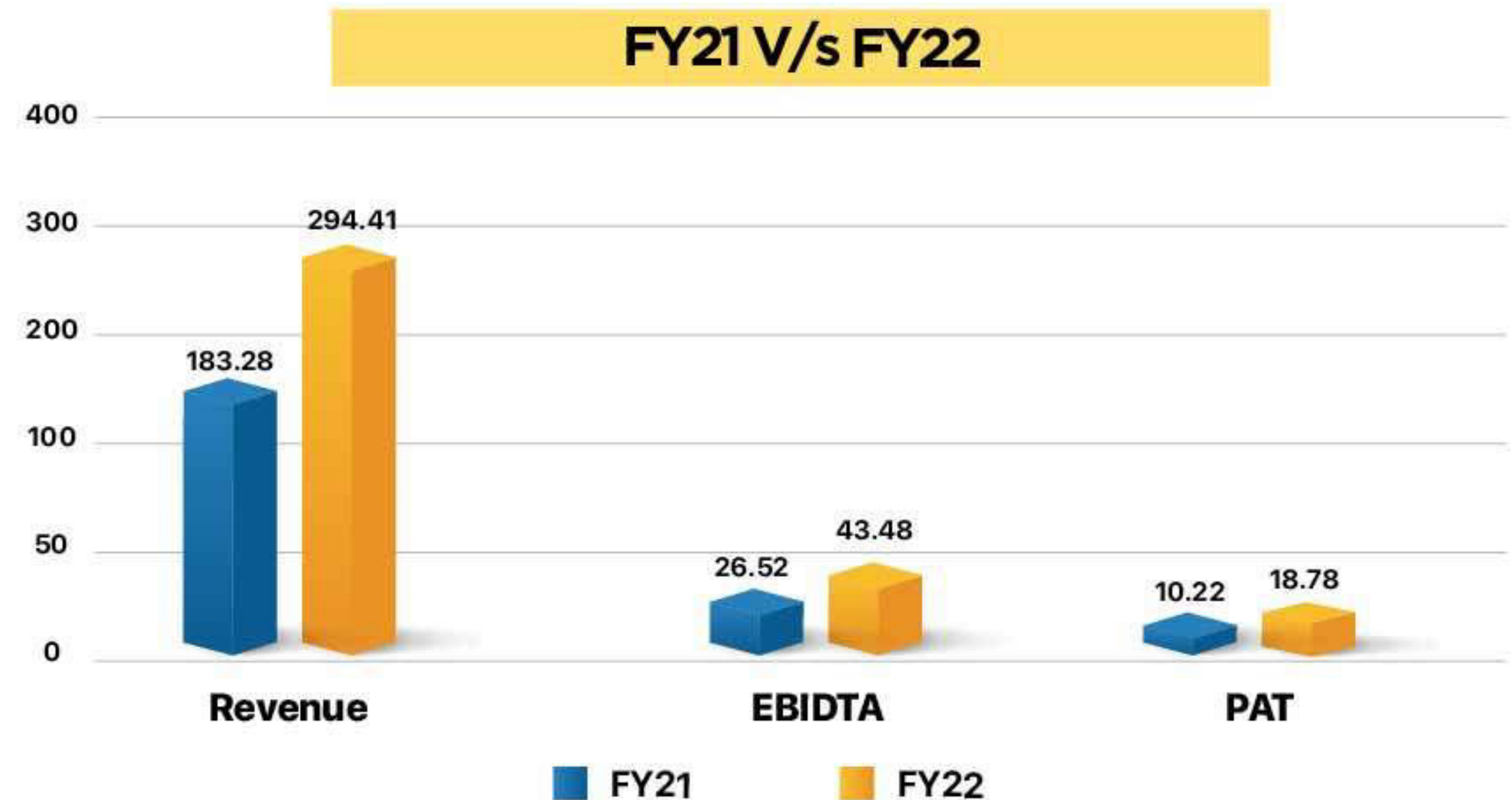
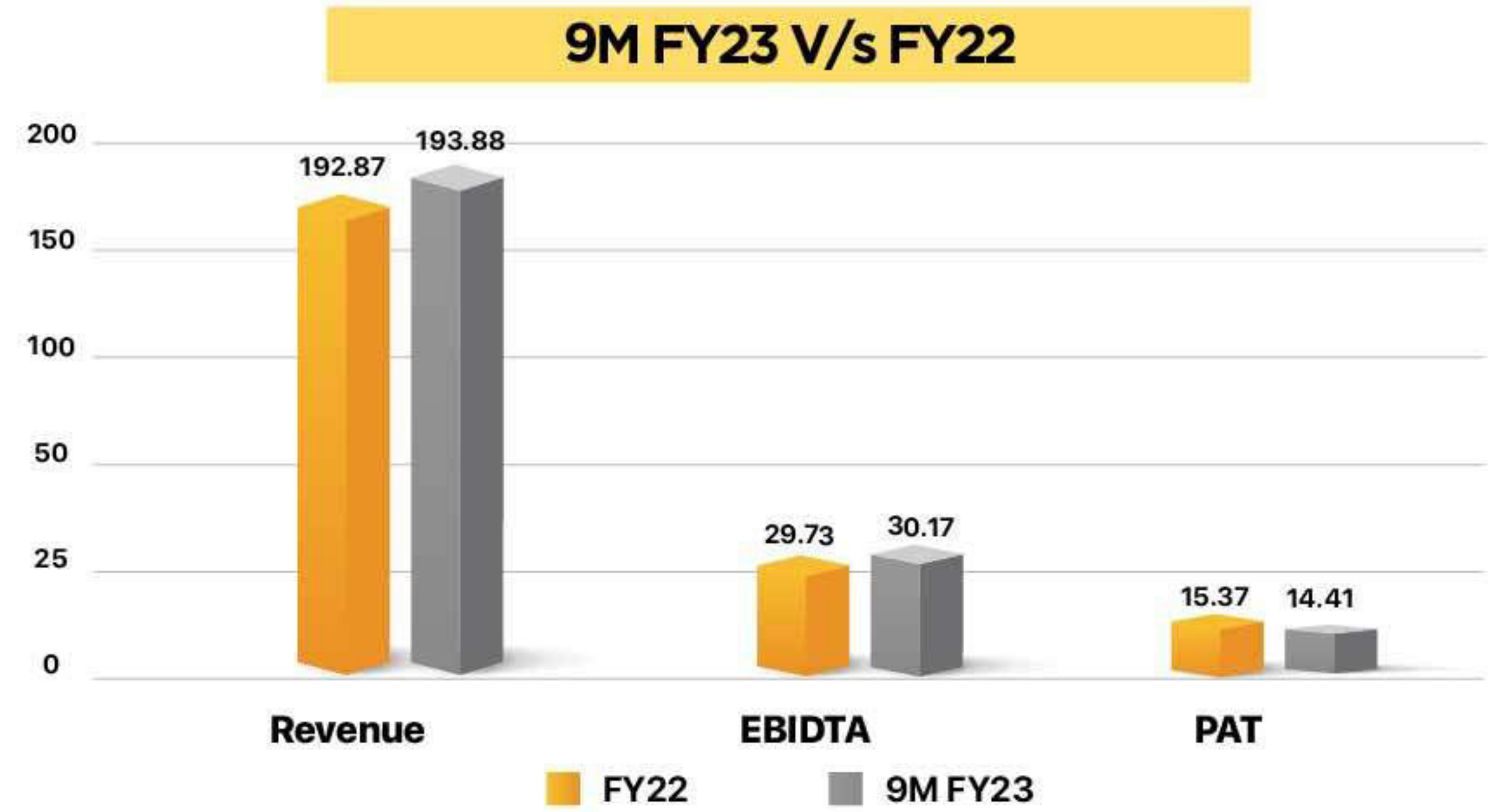
FINANCIAL HIGHLIGHTS

Consolidated Nine Months Ended Performance:

- Total revenue of the Company stood at Rs.193.88 Crs. As on 31/12/2022 v/s 192.87 Crs as on 31/12/2021.
- EBIDTA of the Company stood at Rs. 30.17 Crs. As on 31/12/2022 v/s Rs. 29.73 Crs. As on 31/12/2021.
- PAT of the Company stood at Rs. 14.41 Crs. As on 31/12/2022 v/s Rs. 15.37 Crs. As on 31/12/2021.

Consolidated Full Year Performance:

- Total revenue of the Company stood at Rs 294.41 Crs in FY22 Vs Rs 183.28 Crs in FY21 a growth of 61%.
- The Company reported EBITDA of Rs 43.48 Crs in FY22 Vs Rs 26.52 Crs in FY21.
- On YoY basis PAT surged by 111.84% to Rs 21.65 Crs in FY22 Vs Rs 10.22 Crs in FY21.



POWERING HIGH FASHION BRANDS WITH UNMATCHED EXCELLENCE

Manufactured over 17.43 Million
meters of Denim Fabrics in FY 22

11 Million Pair of Jeans



Style.
COMFORT.
VALUE.



CREATING INNOVATIVE FABRICS
SOLUTIONS FOR THE ICONIC
BRANDS
THAT STRADDLES LIFESTYLE

ARVIND

KILLER >K

lifestyle®
YOUR STYLE. YOUR STORE.

LAWMAN Pg³
BE THE STAR

Integrati
what's your unlook

easies

Reliance
trends

D★Mart

Sparky^{SP}

IN THING

FLU

V
MART

and many more !
Connected through our dealers



OUR FABRIC RANGE

OUR FABRICS, YOUR BEAUTY

Established in 2010, we are India's leading comprehensive denim fabrics manufacturer capable of producing high width denim up to 80 inches. We are also capable of offering large volumes of denim in similar colours or small lots in differentiated colours which adds to our range. Our in-house fabric finishing facility includes almost every type of possible finishes on denims such as wet chemical application, foam application, over-dyeing, coating, resin application and the list is growing.

- **POLY DOBBY** -In this segment dobby fabric with 100% poly content is used in weft yarn
- **POLY KNITTING**-In this segment cotton as well as poly content is used in weft yarn
- **COTTON KNITTING**-In this segment 100% cotton content is used in weft yarn
- **SATIN**- In this segment cam fabric with 100% poly content is used in weft yarn
- **3/1 RHT/LHT**-In this segment cotton as well as poly content is used in weft yarn according to buyer requirement

WE ARE A NEW AGE DENIM FABRIC MAKERS

"Finest the Fabrics. Smoothest
the Customer Experience."

Experienced Management

3+ Decade experience
promoters in the Industry
and healthy relations with
the Customers

Capacity utilization

Efficient utilization of the
installed capacity of 30 million
meters

Clients spread in 9+ countries

Based on the trust & quality
we deliver. We have clients in
countries Egypt, Colombia,
Latin America, etc



**WE
LEAD THE
INDUSTRY IN
MULTIPLE
WAYS**

Backward integration

Spinning capacity of
2208 Open End Rotors
& 11520 Ring Spindles in
our Group Company

IN HOUSE PROCESS

Capacity to produce high width
stretch denim upto 80 inches,
large volumes of denim in similar
colors or small lots in
differentiated colors

Strong Team

We have a team of over
300 employees who are
lead by experienced and
qualified management

Fabric Weaving, Dyeing & Processing

Over the years we have developed "R&B Denims" as a vertically integrated textile manufacturers with over 30 million meters capacity of denim. Our in-house fabric finishing facility is capable of wet chemical application, foam application, over-dyeing, coating, resin application and the list is growing.

Cotton Cultivation by Farmer's



WHERE WE STAND IN THE DENIM INDUSTRY



Cotton Yarn Spinning

We are present in spinning activity through Backward integration by installing Cotton Spinning plant under "Ricon industries" with a spinning capacity of 2208 Open End Rotors & 11520 Ring Spindles

Garment Manufacturing Clients

WORLD CLASS INFRASTRUCTURE

Cotton Yarn

Cotton yarns are used for making the denim Fabrics.



Warping- 3 Machines

Warping is the process of combining yarns from different cones to form sheet.

Singeing -2 machines

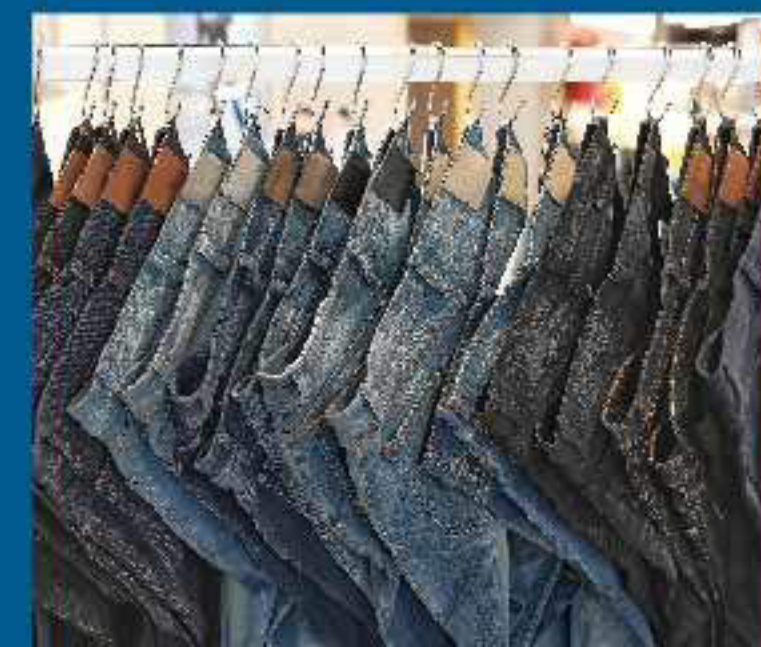
This machine produce an even surface by burning off projecting fibres, yarn ends, and fuzz

Dyeing -3 machines

These machines can produce large volumes of denim in similar colors or small lots in differentiated colors

Inspection -9 machines

This helps to identify the faults in production of fabric before packing & delivery



Air Jet Looms-174 machines

These are the main weaving machines.

Finishing -2 machines

Finishing processes comprise washing, bleaching, dyeing and coating on textiles following weaving



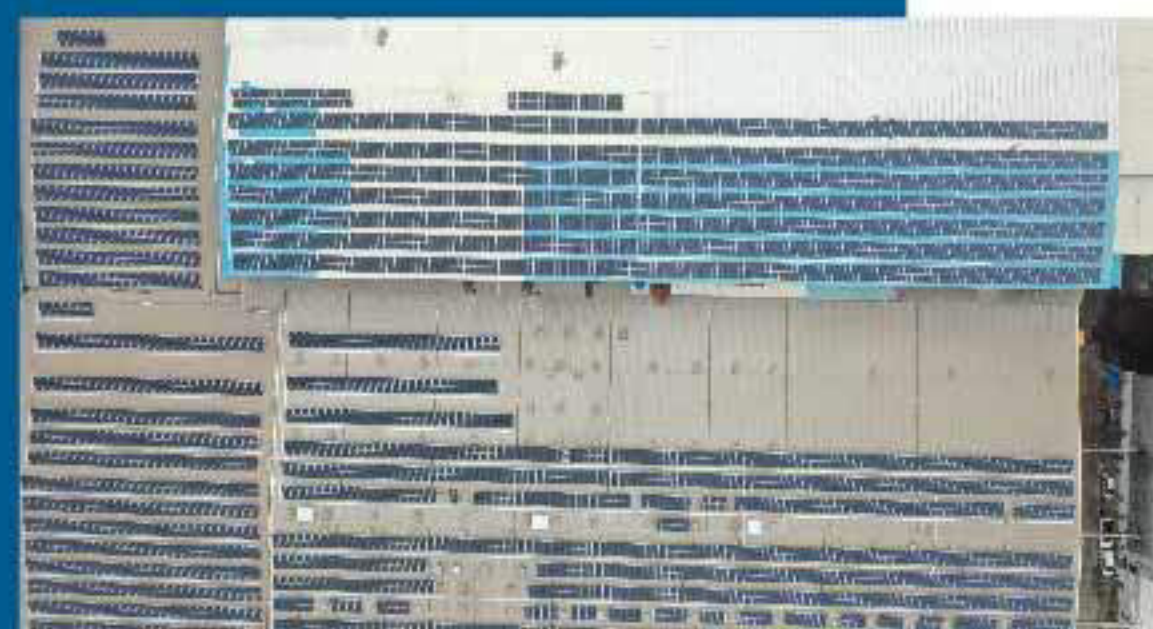
SUSTAINABLE ENERGY

As a long term power initiative our company has invested in Sustainable and renewable power sources like Solar and Wind Energy in FY 20-21.

The Company generates renewable energy in-house through roof-top solar PV and has planned an off-site captive wind farms.

Solar Plant with a capacity of 1200Kw and Wind Mill have been commenced in April 2021 and Mid- September 2021 respectively.

A Combined Renewable energy of solar and wind will be around 9.6 Million units in a year. However windmill started in the Mid of Sep-21 so in FY 21-22 we have been able to cover only 44% of our power requirements through sustainable energy.



Our Guiding Principles

Mission

Continuously create value for our client by providing superior and the best quality denim fabric with the help of latest technology and innovations as we are doing since a decade. Our Company offers the best combination of Product, Price and Commitment

At R&B Denims Ltd we believe that in order to make difference you must make it first, then master it and then you can Matter.

We strive to be honest and forthright with one another and with all our stakeholders. It begins with compliance of laws and regulations.

Vision

To reach unrivalled heights with our pragmatic and diversified approach.
To lead in product excellence.
To sustain culture that ensures trust of our customers, Business associates and employees.

We don't prioritize Numbers over People. We work to keep the employees safe and achieve long term success together.

We always strive to be 'outside in' and raise the bar for excellence.



Backward Integration.

As a step towards backward integration we have installed Cotton Spinning plant under "Ricon industries" which have installed capacity for 2208 OE and 11520 Ring spindles.

Diversified Presence.

Over the years we have developed a network of dealers who Supplies to Well Known Brand like "killer", "Lifestyle", "Arvind" Etc. in both domestic and international market.

Face to Face Marketing.

We believe in Face-to-Face Marketing and focus on participating in Exhibitions, as 'expos' or 'shows' – are powerful marketplaces that engages an active and highly motivated audience an active and highly motivated audience in a face-to-face environment.

KEY STRATEGIES OF THE COMPANY

Increasing Market Share Through Innovative Products.

Technology upgradation with focus on latest trends, fashion and comfort by using specialized Cotton/yarns and organic yarns and give different shades and then weaves it to different styles.

Sustainable & Eco-Friendly Approach.

Taking more steps towards the reduction and control on toxin emissions and maintain sustained and eco-friendly approach.weaving department to reduce and control on toxin emissions.



RECOGNITION & CERTIFICATION

Nominated for Skoch Achiever Award 2015 one amongst 200 out of nearly 500,000 SME organizations in India

Directors of R&B Denims Ltd have appeared on the BSE SME Platform to share their experience of getting listed.



Mr. Rajkumar Borana
CMD
R&B Denims Ltd



Mr. Amit Dalmia
Whole Time Director
R&B Denims Ltd



SKOCH
ACHIEVER
AWARD

OUR GROWING FOOTPRINTS ACROSS THE WORLD

- Export to 8+ countries across the world
- Our Exports have increased from 220 Million in FY 20-21 to 720 Million in FY 21-22. Representing growth of 225% in a year.
- As on March'22 our exports represents 25% of our total sales which we are further expecting to Increase based on the Strong demand from overseas market.





OUR STORY OF SUCCEEDING IN CHANGING GLOBAL FASHION MARKET

2010

Incorporation of the Company

2011

Conversion of the Company from Private Limited to Public Limited Company

2012

Commencement of Commercial Production

2013

Phase II Development took pride of increasing production almost double

2014

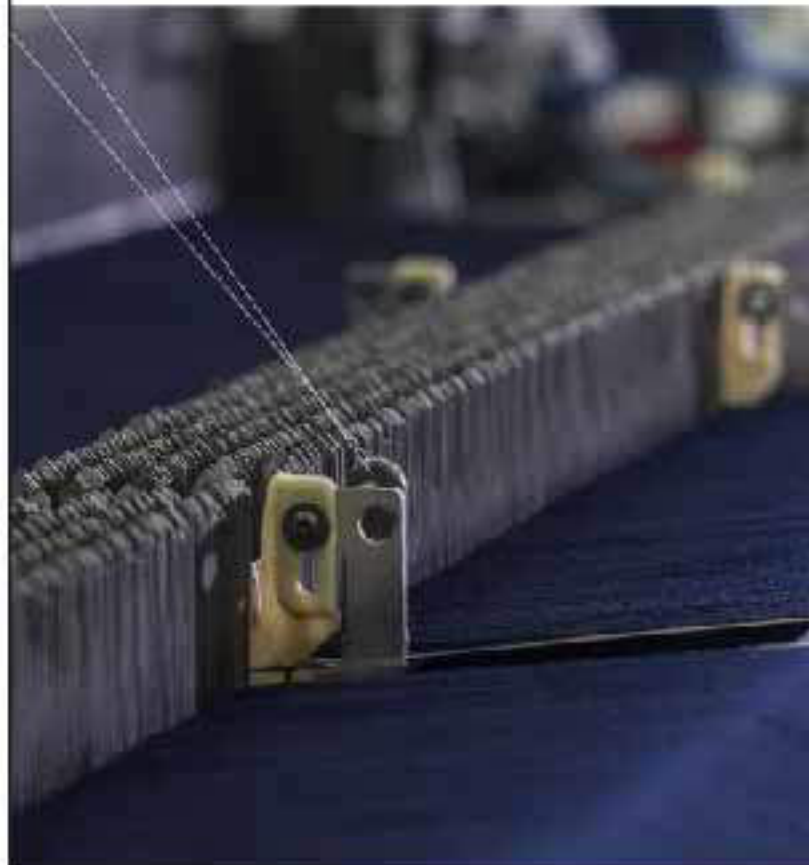
Achieved Turnover of Rs. 100.00 Cr. & got Listed on SME platform of Bombay Stock Exchange (BSE)

2015

Completed Phase III expansion for producing export quality Denim Fabric & Nominated for Skoch Achiever Award 2015 one amongst 200 out of nearly 500,000 SME organizations in India

2016

Enhanced installed capacity by 10 Mn mtrs in Name of "RB Ind."



2017

Started Cotton spinning unit in the name of "Ricon Ind."

2018

ISO 9001:2015 and ISO 14001:2015 for Quality Management System and Environmental Management System.

2019

The company has migrated its securities from BSE-SME platform to BSE Main Board Platform



OUR
Guiding
TEAM



KEY PEOPLE



Mr. Rajkumar Mangilal Borana

Chairman and Managing Director,
Exp. More than 19 yrs.

He holds Bachelor Degree in Commerce from South Gujarat University. His experience and entrepreneurial skills has been instrumental in the overall growth of our Company. He is one of the founding members of our Company and actively involved in Financial Planning and Business Development activities.



Mr. Amitkumar Dalmia

Whole-time Director,
Exp. More than 19 yrs

He is the Whole-time Director & one of the founding members of our Company. He holds Bachelor Degree in Commerce from South Gujarat University. His experience provides us deep insights about our industry & helps us to achieve new heights and build reputed image of ours in competitive market. Also, actively involved in Manufacturing Process, Strategic Planning and Business Development activities.



Mr. Deepak Dalmia

Whole-time Director,
Exp. More than 17 yrs

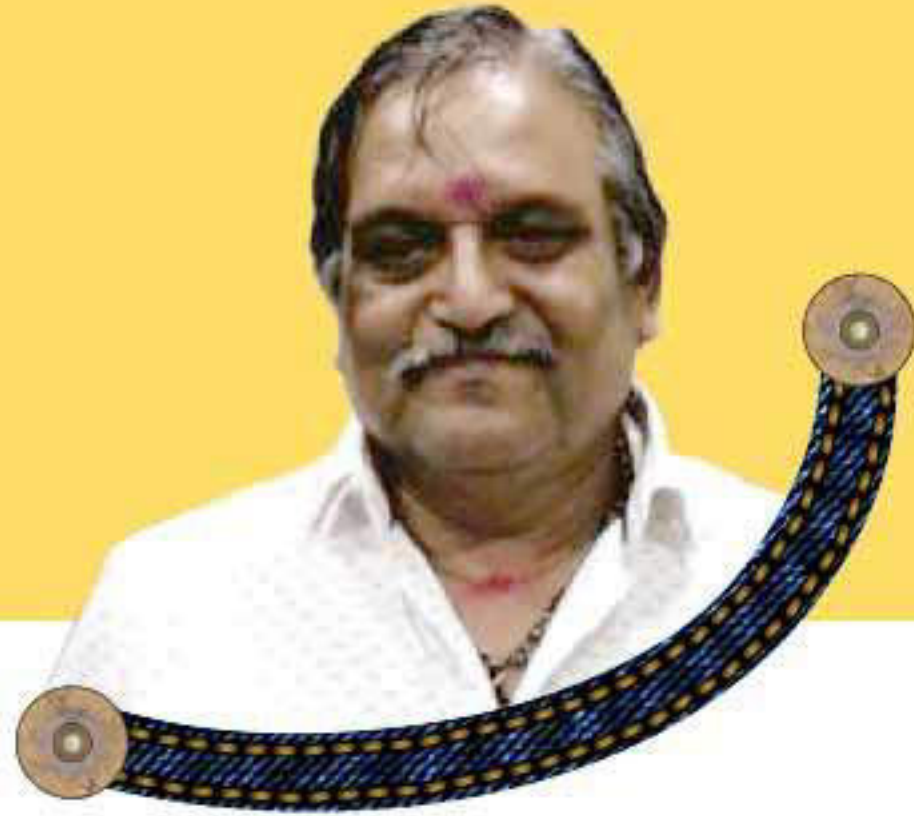
He is the Whole-time Director of our Company. He holds Bachelor Degree in Commerce from University of Pune. He is one of the founding members of our company and is actively involved in overall management of affairs of our company.



Mr. Ankur Borana

Whole-time Director,
Exp. More than 17 yrs

He is the Whole-time Director of our Company. He has completed his High Secondary Examinations from Gujarat Secondary Education Board, Gandhinagar. He is one of the founding members of our company and is actively involved in overall management of affairs of our company.



Mr. Girish Kumar Kalawatia

Exp. Around 33 yrs

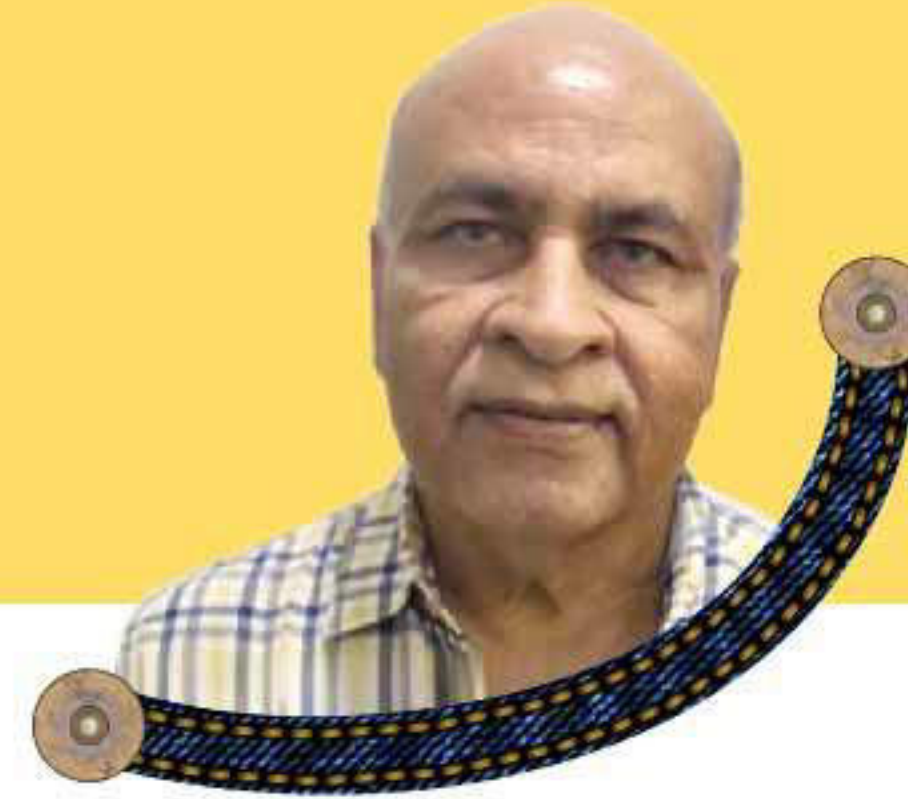
Mr. Girish Kumar Kalawatia is the Non Executive & Independent Director of our Company. He holds Bachelor degree in Commerce from Rajasthan University. He has wide experience in fields of Accounting Consultancy and Supply of Human Resources .



Mr. Dharmesh P. Mehta

Exp. Around 19 yrs

Mr. Dharmesh Prafulchandra Mehta is the Non-Executive& Independent Director of our company. He is Master of Commerce and LLB from Veer Narmad South Gujarat University. He has around 19 years of experience in Accountancy and Taxation.



Mr. Manak Lal Tiwari

Exp. Around 29 yrs

Mr. Manak Lal Tiwari is the Non Executive & Independent Director of our Company. He holds Bachelor and Master degree in Commerce from Rajasthan University. He has vast experience as Commission Agent of Yarns and has been appointed as Director on Board of Directors of our Company since January 03, 2014.



Mrs. Anita Pankaj Jain

Exp. 3 yrs

Mrs. Anita Pankaj Jain is a Non-Executive & Independent Woman Director of our company. She is having around 3 Years of experience in textile industry and has been appointed as an Non-Executive & Independent Director on the Board of Directors of our Company w.e.f July 23, 2018.



Alpesh Patel

Production Head.

He has the experience of 25
Years in textile.



Sanjay Patel

Weaving Manager

He has the experience of 20
Years in textile.



Daxesh Patel

Finishing Dept. manager

He has the experience of 25
Years in textile.



Perkin Jariwala

CFO

He has the experience of 25
Years in Accounts & Finance.



Hridesh Nigam

Marketing Head-MBA

He has the experience of 7
Years in Marketing.

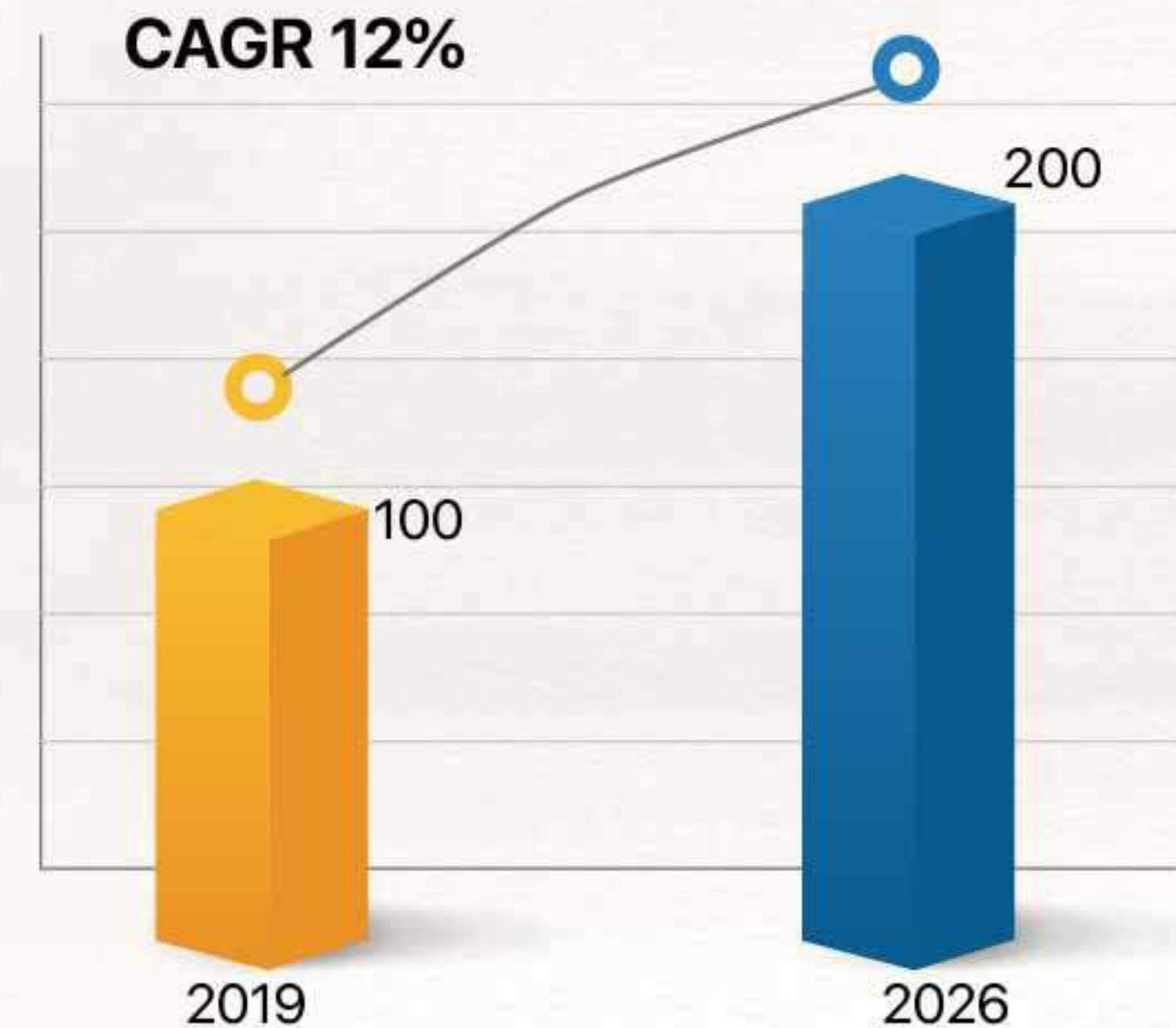


Denim

**& TEXTILE
INDUSTRY**

INDIAN TEXTILE INDUSTRY PLACED AMONG WORLD LEADERS

- India's textiles sector is one of the oldest industries in the Indian economy, dating back to several centuries.
- The textiles sector has witnessed a spurt in investment during the last five years.
- The industry (including dyed and printed) attracted Foreign Direct Investment (FDI) worth US\$ 3.68 billion from April 2000 to December 2020.
- India's textiles industry contributed over 7% to the industry output (by value)
- India is the world's second largest exporter of textiles and clothing



PLACE OF DENIM IN TEXTILE INDUSTRY

The textiles and apparel industry can be broadly divided into four segments -



Yarn



Fibre



Processed Fabrics



Apparel

The word "denim" comes from the French serge de Nimes, which refers to a particular type of fabric that was produced in Nimes, a town in France.

Denim fabric has remained in wide use in jeans since the 1850s.

Denim gained popularity due to its durability and repair ability.

Over time, textile producers started making other apparel items out of denim, but now even purchase home decor products made with this durable and aesthetically appealing fabric.

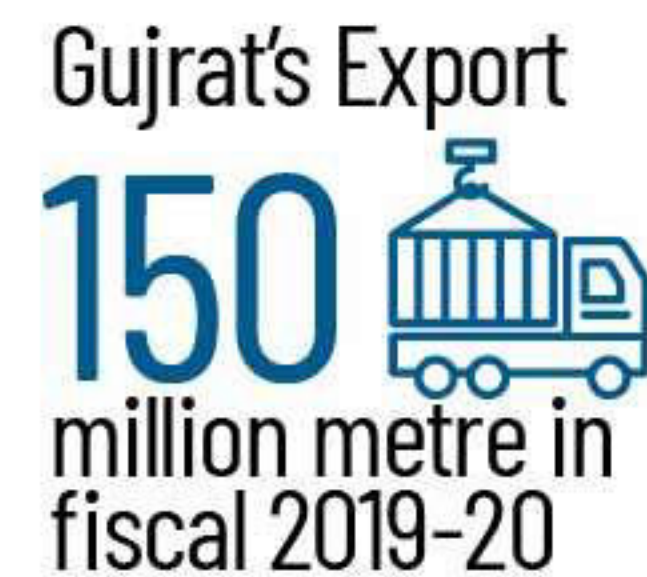
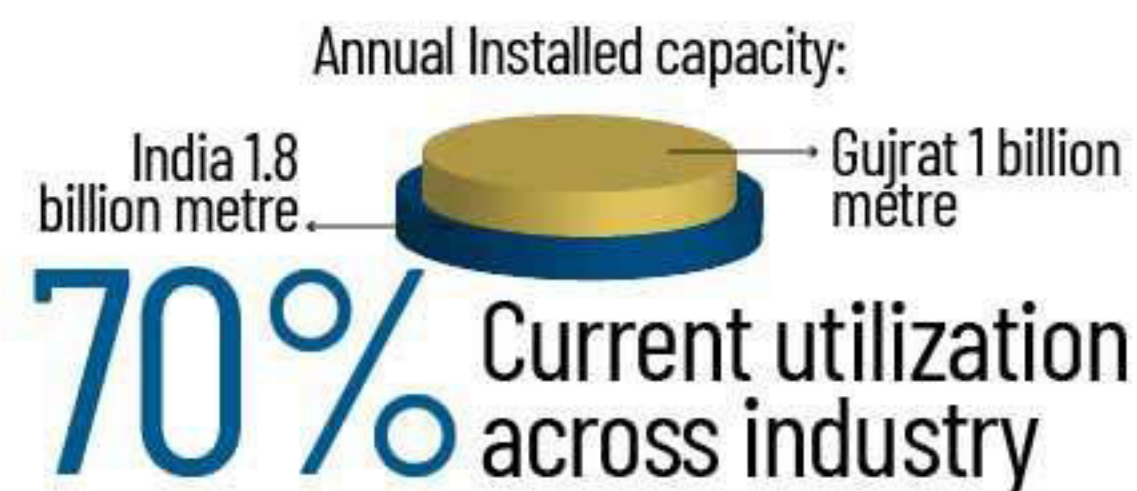


DENIM MARKET STATISTICS

The global Denim market size is expected to gain market growth with a CAGR of 4.1% and will be expected to reach USD 22590 million by 2025, from USD 19230 million in 2019.

According to DMAI India's total Denim Manufacturing capacity is 1.8 billion meters & Gujarat has a capacity of 1 billion meters

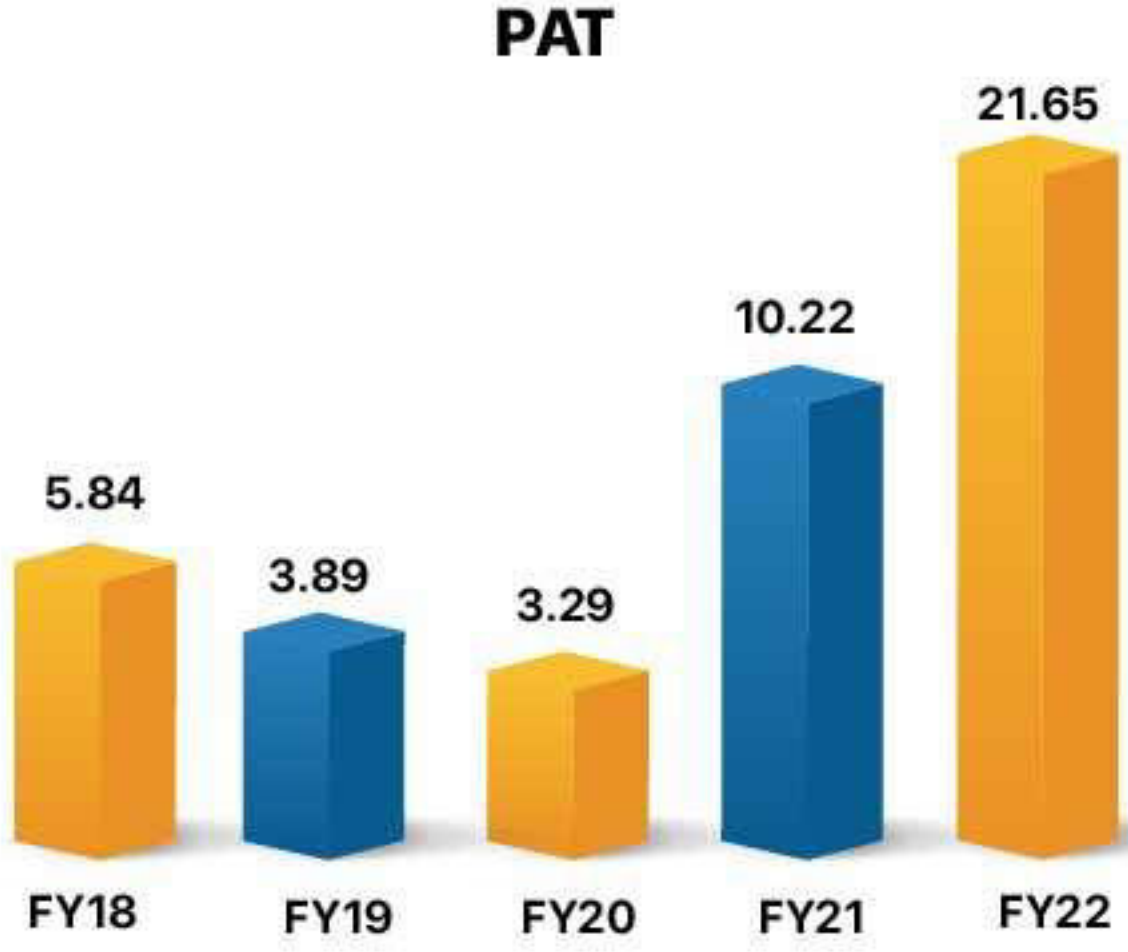
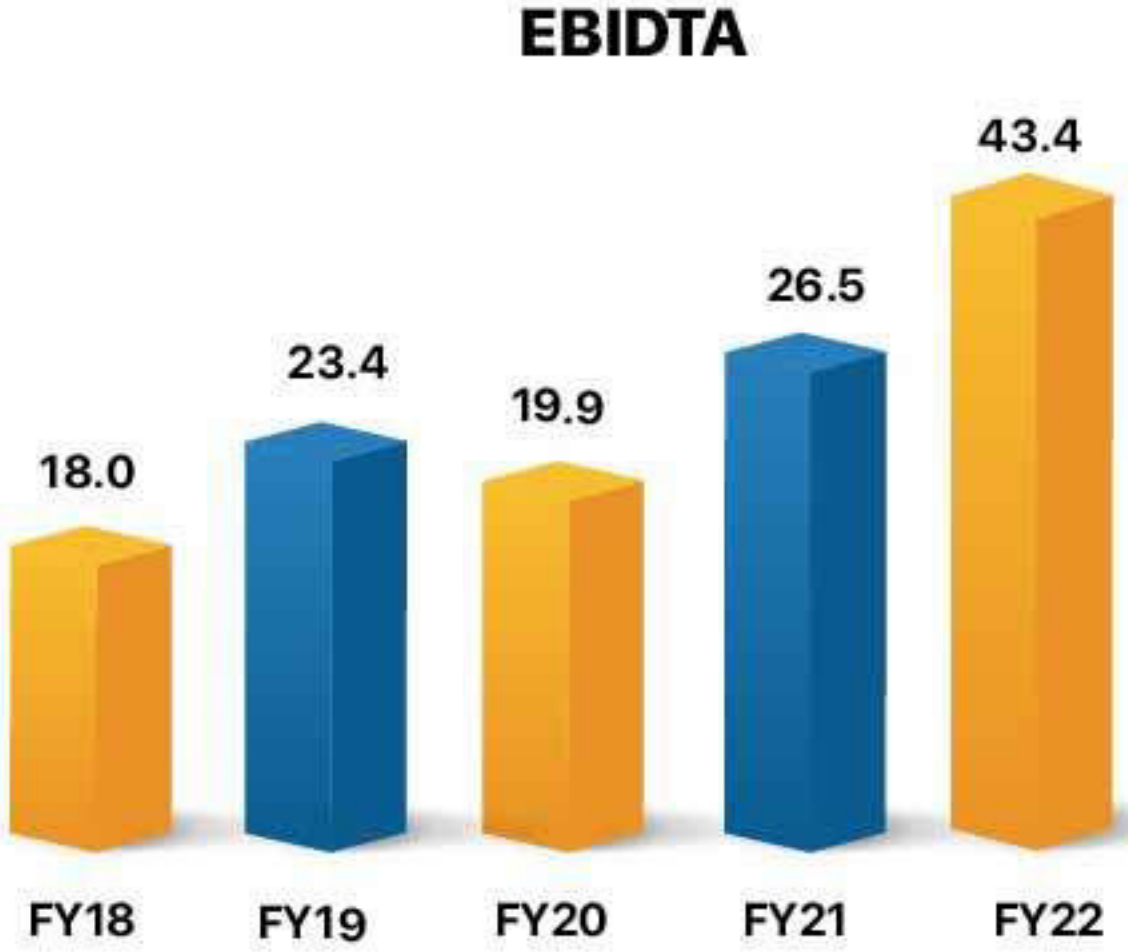
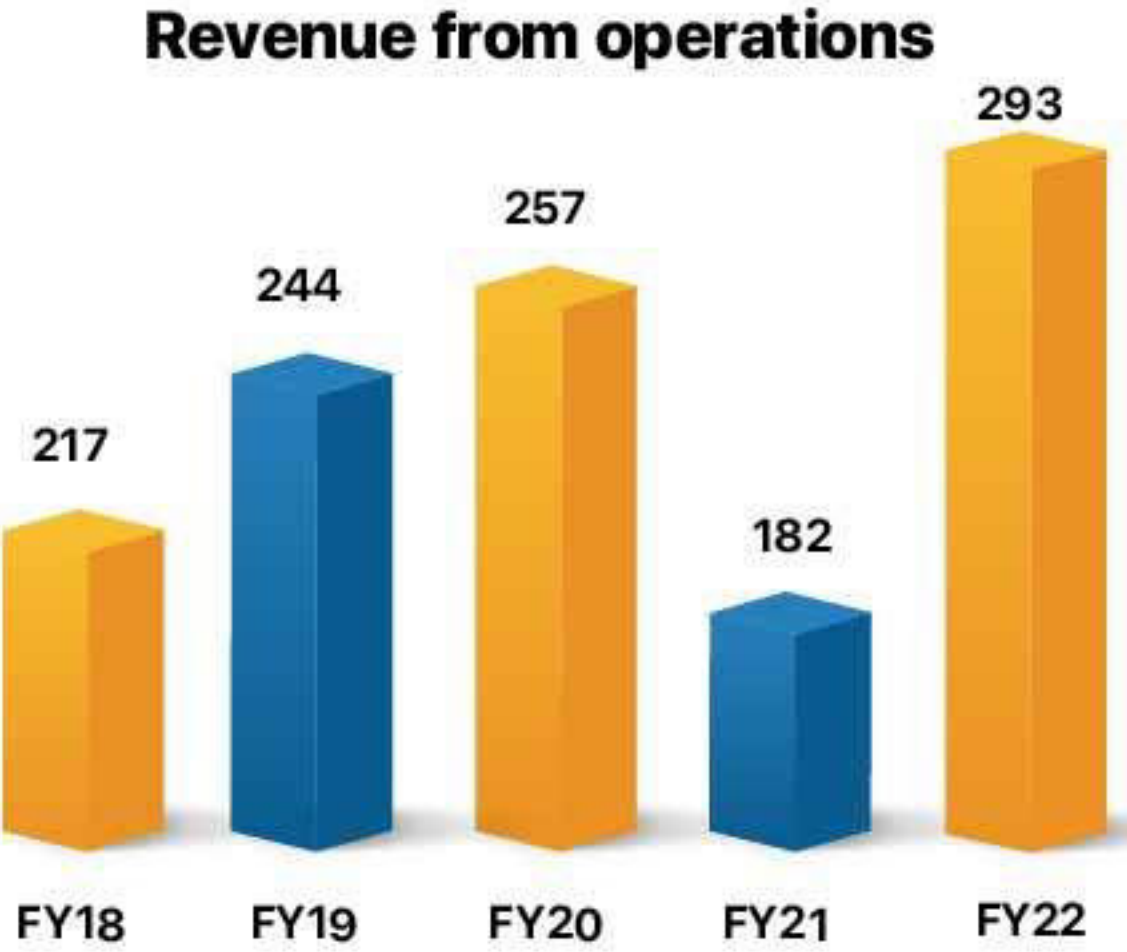
According to DMAI the average industry utilization across the Industry is approx 70%





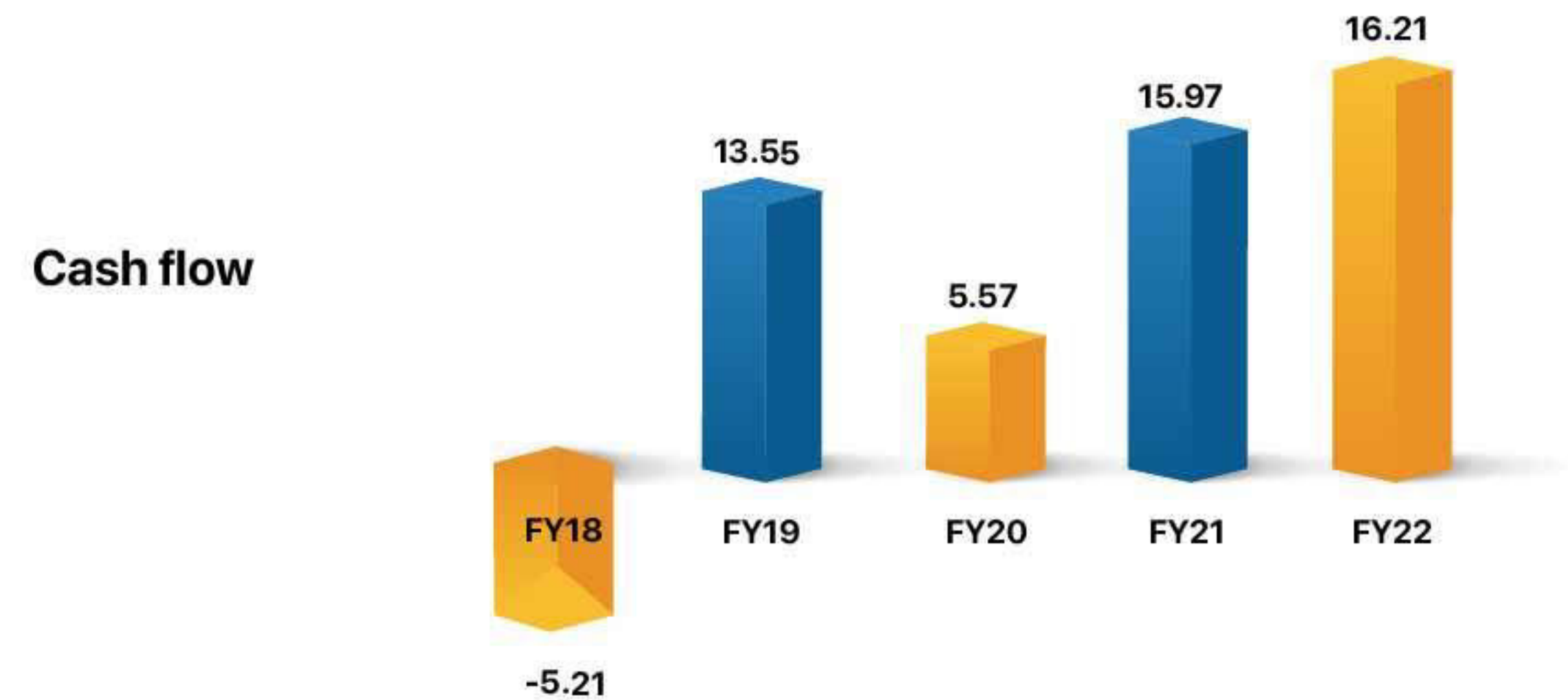
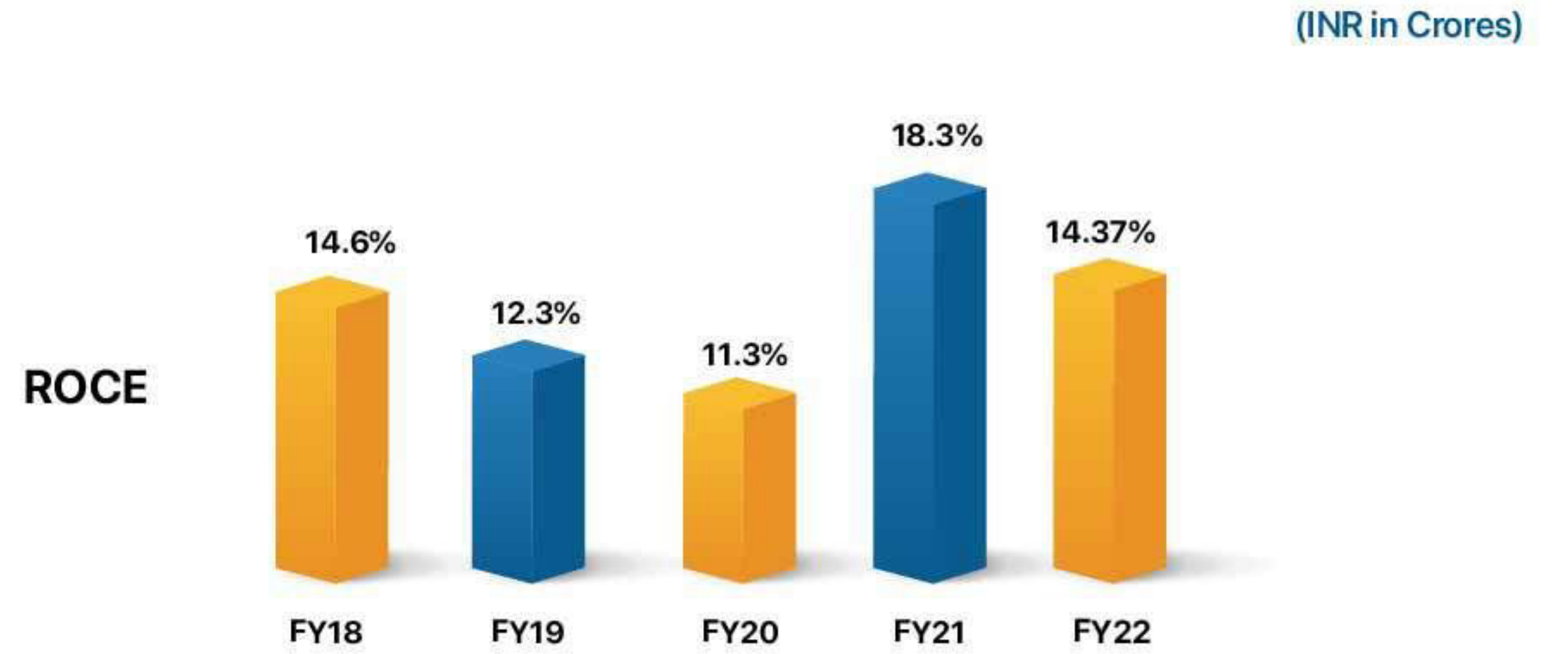
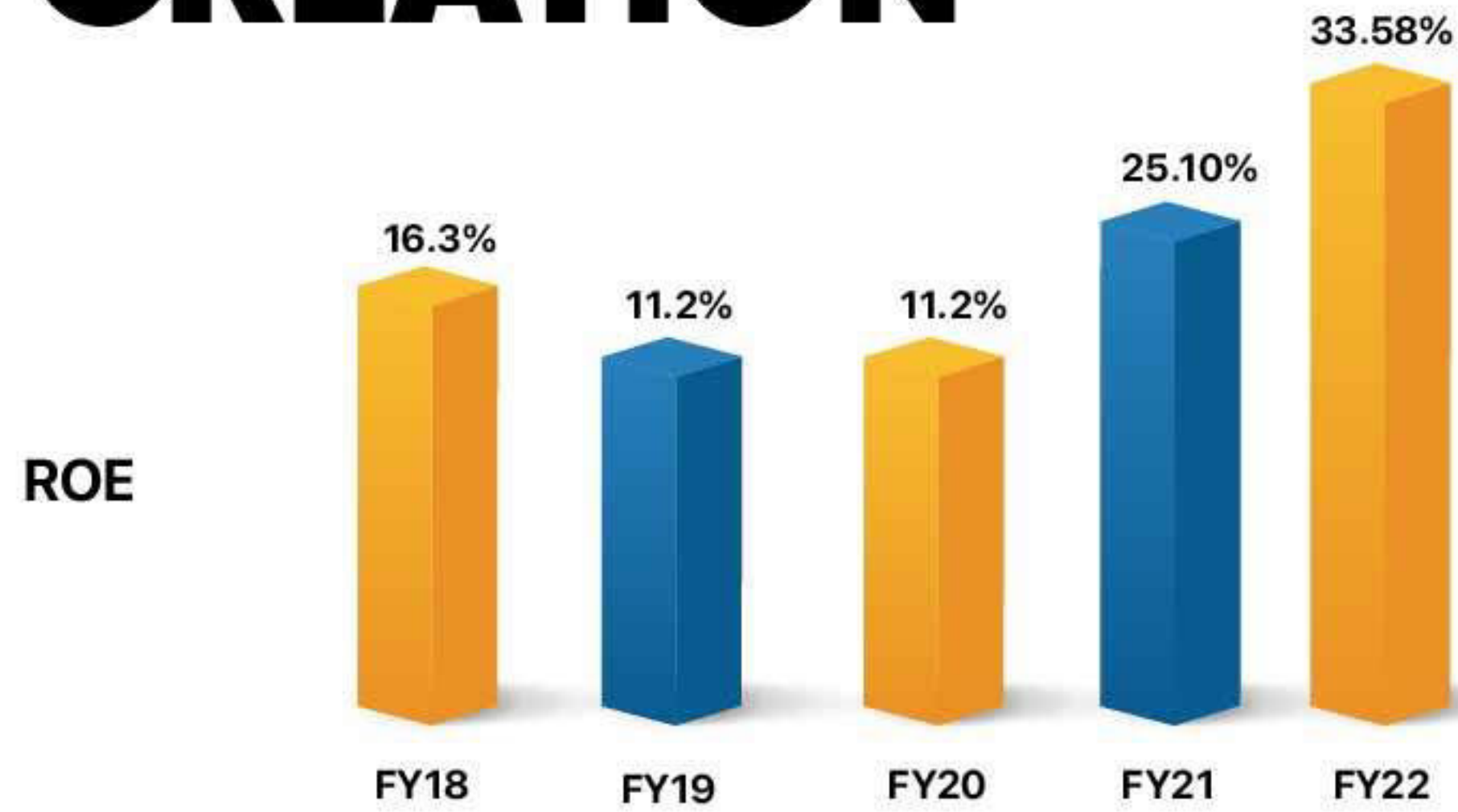
IMPROVED MARGINS & PROFITABILITY AMID CHALLENGES

(INR in Crores)



*2019 onwards are based on consolidated accounts

IMMENSE VALUE CREATION



CONSOLIDATED FINANCIAL PERFORMANCE

(Rs. In Lakhs, except share & per share data)

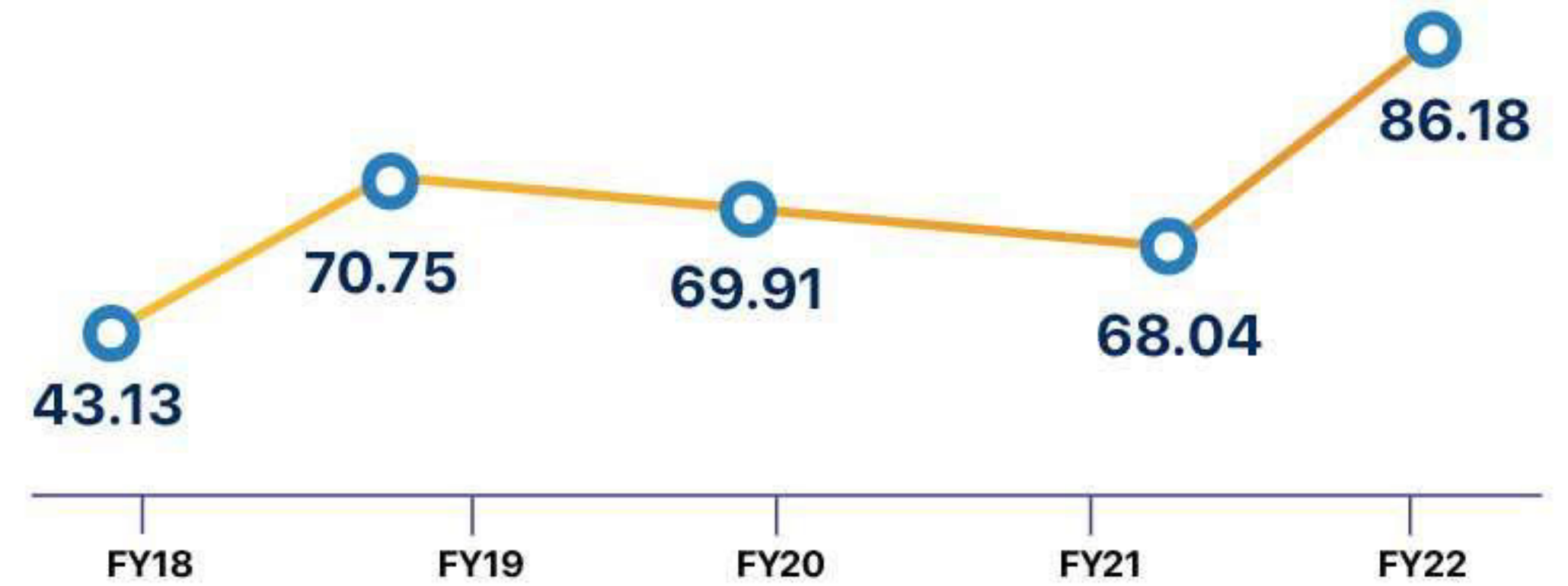
S. No.	Particulars	Consolidated					
		Three Months ended			Nine Months ended		Year ended
		31.12.22	30.09.22	31.12.21	31.12.22	31.12.21	31.03.22
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Revenue from Operations						
	a) Sales	4,241.26	2,790.34	7,883.41	18,598.57	18,749.02	28,440.49
	b) Other operating Income	267.46	220.58	188.75	621.65	443.85	882.44
	Total Revenue from operations	4,508.72	3,010.92	8,072.15	19,220.22	19,192.87	29,322.93
2	Other Income	124.20	19.53	54.14	168.20	94.61	118.39
3	Total income (1+2)	4,632.92	3,030.45	8,126.30	19,388.42	19,287.48	29,441.32
4	Expenses						
	a) Cost of Materials consumed	2,542.43	1,872.47	5,790.95	15,607.64	14,320.66	20,669.05
	b) Purchase of stock-in-trade	-	-	-	-	-	477.66
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade)	956.56	(685.58)	(23.38)	(1,172.88)	(1,016.50)	(163.86)
	d) Employee benefits expense	295.98	367.60	467.97	1,051.95	1,133.53	1,557.50
	g) Other Expenses	157.99	293.13	654.70	884.43	1,877.09	2,553.04
	Total Expenses	3,952.96	1,847.63	6,890.24	16,371.14	16,314.78	25,093.39
	EBITDA	679.96	1,182.82	1,236.06	3,017.28	2,972.70	4,347.93
	f) Depreciation and amortisation expense	323.67	281.93	208.64	879.51	512.62	975.55
	EBIT	356.30	900.89	1,027.42	2,137.77	2,460.08	3,372.38
	e) Finance Costs	116.53	144.72	141.58	408.21	368.33	569.26
5	Profit/loss before tax (3-4)	239.76	756.17	885.84	1,729.56	2,091.75	2,803.12
6	Exceptional Items	-	-	-	225.49	-	143.04
7	Profit/loss before tax from continuing operations (5-6)	239.76	756.17	885.84	1,955.06	2,091.75	2,946.16
8	Tax Expense						
	a) Current Tax	(13.76)	(196.96)	(188.00)	(395.89)	(409.47)	(557.99)
	b) Deferred Tax	(32.55)	(16.66)	(38.69)	(124.24)	(143.32)	(210.49)
	c) Short/Excess Tax Provision of the earlier year	-	(0.87)	(8.14)	(0.87)	(8.14)	(13.10)
9	Net profit/loss for the period (7-8)	193.45	541.69	651.01	1,434.05	1,530.82	2,164.58
10	Earnings per equity share						
	a) Basic	0.28	0.77	0.93	2.05	2.19	3.09



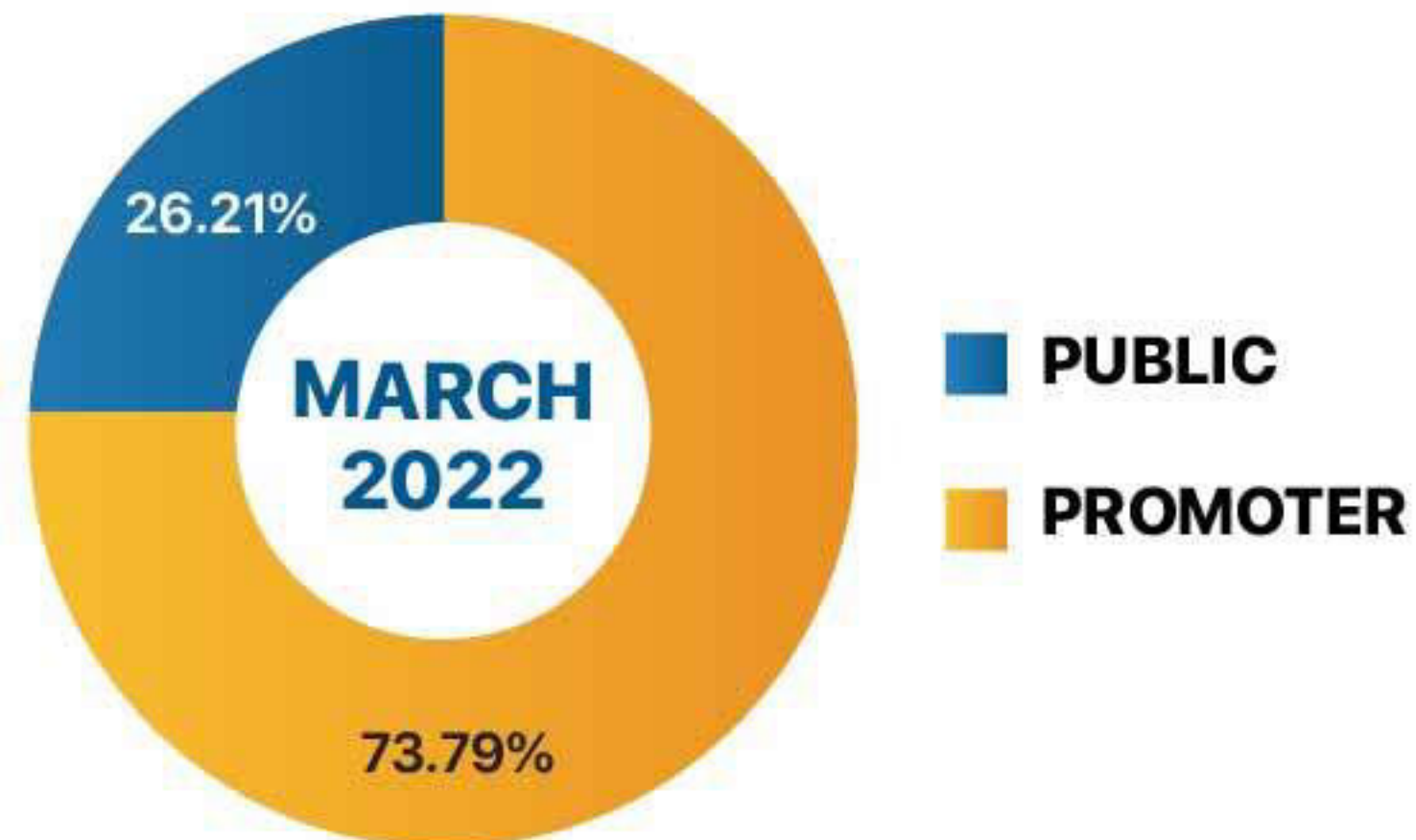
CAPITAL STRUCTURE

(INR in Crores)	FY21	FY22
(i) Long Borrowings	35.91	36.90
(i) Short Borrowings	32.13	49.28
Total Borrowings	68.04	86.18
(iii) Cash and cash Equivalents	3.82	13.34
Shareholder Equity	40.70	64.46
Debt to equity	1.67	1.34

TOTAL BORROWING (RS. CRORES)



SHAREHOLDING STRUCTURE



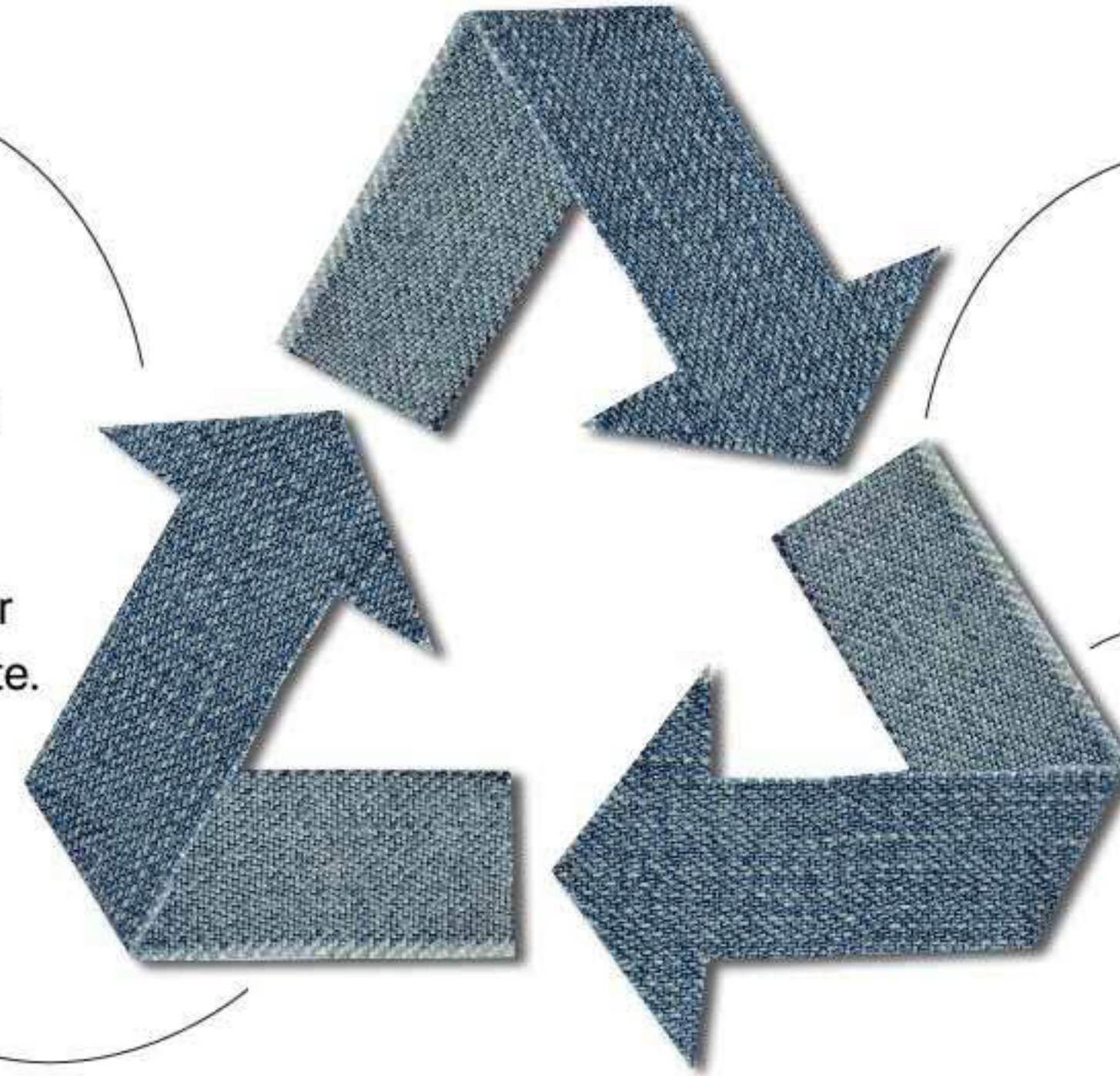
REDUCE, REUSE AND RECYCLE

Environmental Initiatives

We are conserving natural resources by establishing a rainwater harvesting system to reduce water consumption and re-using the water used at the denim fabric finishing stage. Furthermore, as a member of the Gujarat Eco-Textile Park (GETP) since 2014, our company has ensured that various procedures are implemented across all of its operations to prevent fugitive emissions from damaging our water bodies and to re-cycle polluted water into usable state.

Air Pollution Control Measures

The Company has also installed Air Receiver in the weaving department to reduce and control on toxin emissions. Our Company has obtained a license from Gujarat Pollution Control Board (GPCB) to ensure pollution control. GPCB ensures that the pollution control limits are maintained by surprise inspections at the factory.



Energy Conservation

Identification and monitoring of operation of High energy consuming load center and also specific loads like Compressors, & Diesel Generators etc. to check the energy consumption and Use of Energy Efficient Lighting systems

Power Initiatives

Company our company has invested in Solar and Wind Energy in FY 20-21. The Company generates renewable energy in-house through roof-top solar PV, off-site captive wind farms. Solar Plant is commenced from the mid of April'21 and Wind Mill is expected to commence end August 21. A Combined Renewable energy of solar and wind will be around 9.6 Million units in a year. This would be equivalent to 60% of total power Consumption of the Company.



Mrs. Jyoti Arun Agarwal

Company Secretary & Compliance Officer

Block No. 467, Sachin Palsana Road, Palsana, Surat-394315

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DISCLAIMER

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